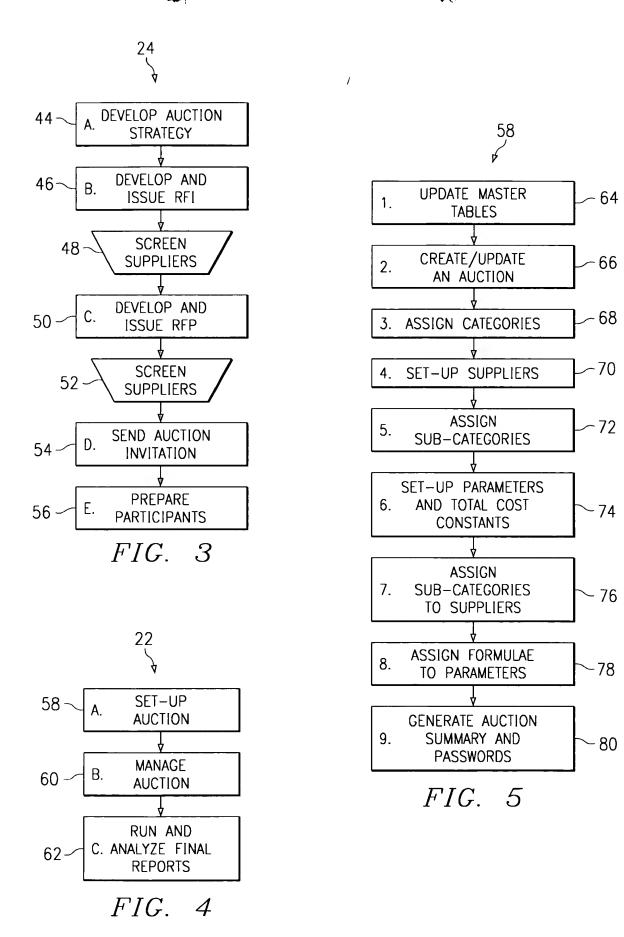
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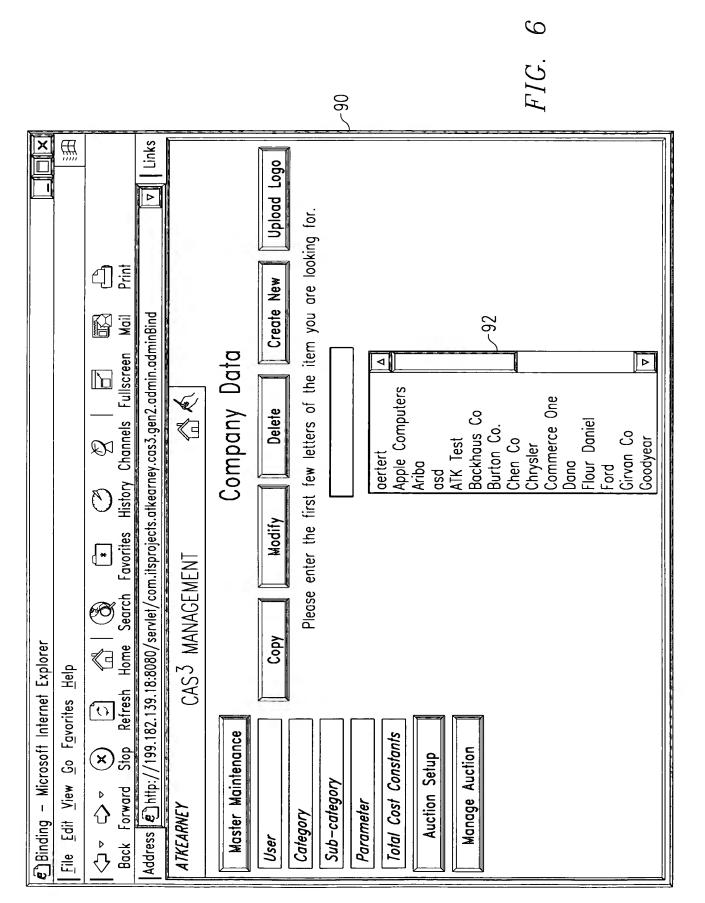
SOURCING SYSTEM AND METHOD

Inventor: Thomas H. Slaight, et al.
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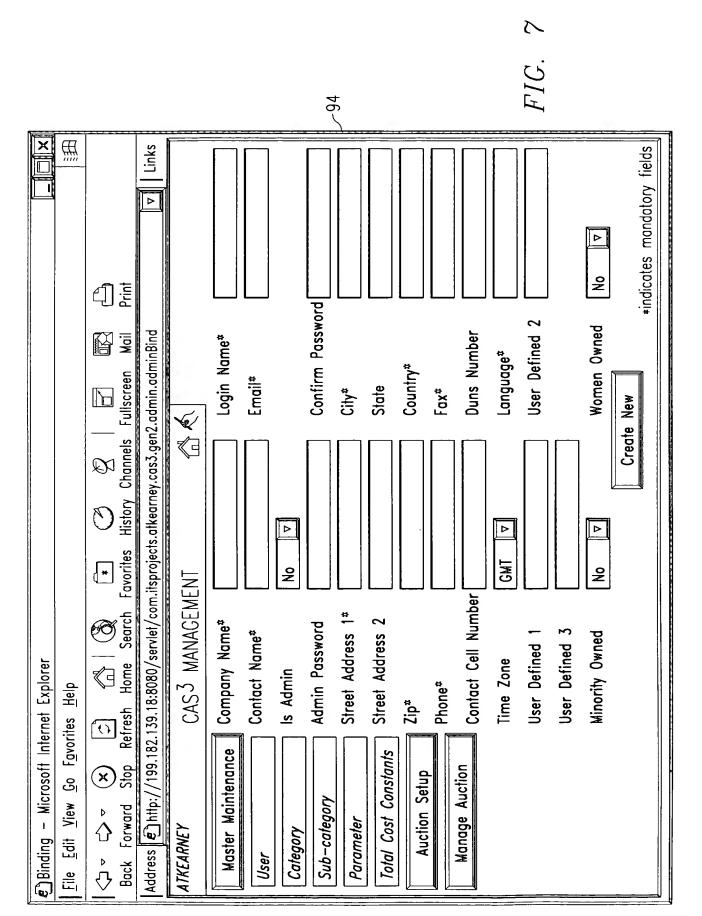




SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al. 3 of 41
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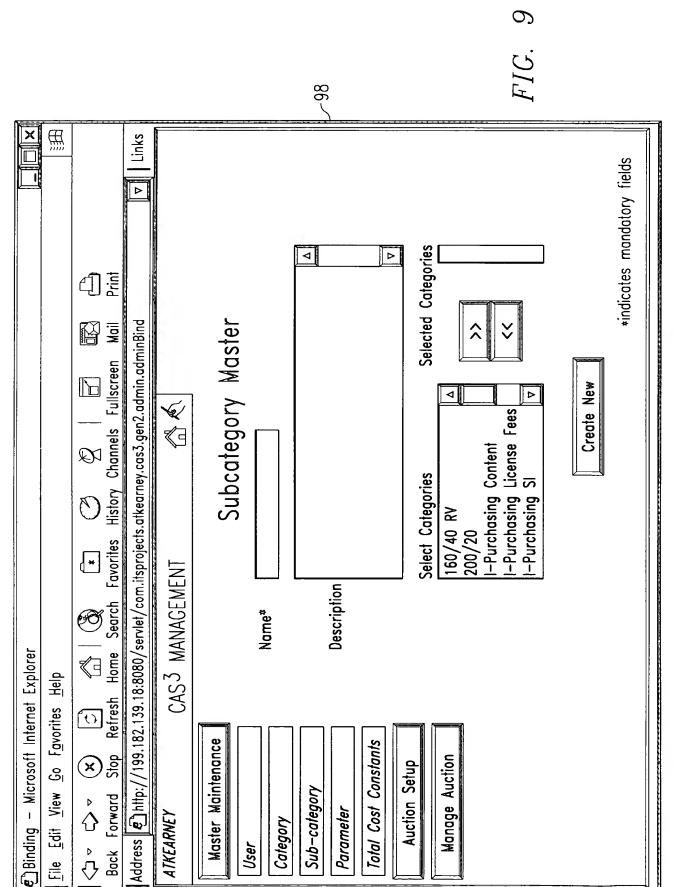


SOURCING SYSTEM AND METHOD
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Inventor: Thomas H. Slaight, et al. 9 of 41
Express: EL501025223US 10-0
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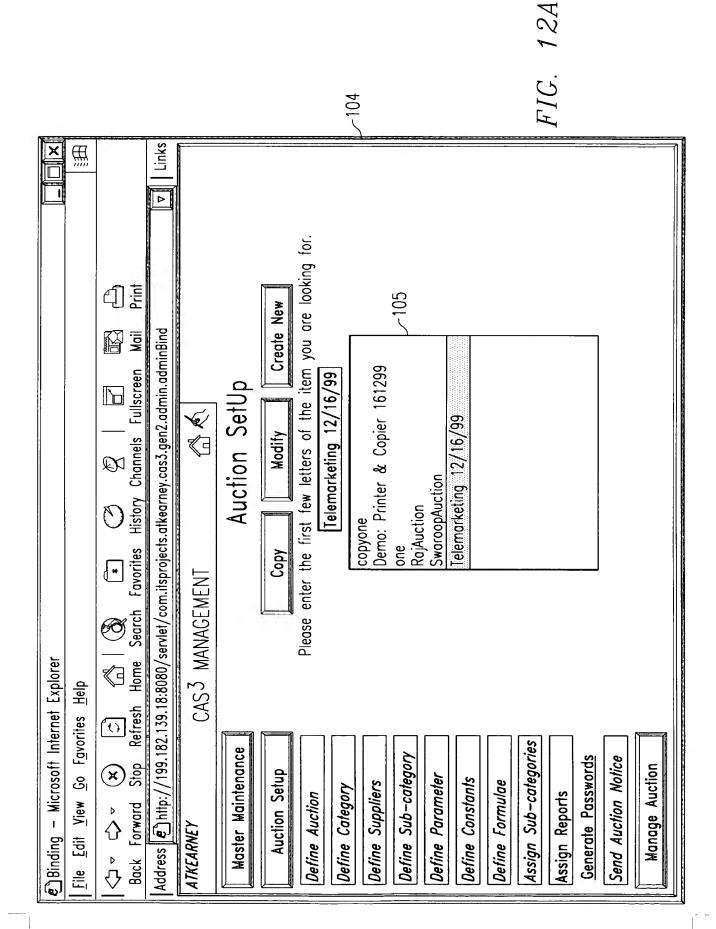


FIG. 12B 106 Links ◁  $\triangleright$ http:/ Re-enter Auctioneer email Address | قرام http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mail or Create new buyer 17 🔻 : 00 🔻 Toll Free Number .. △ 25.0 30 **€**/ **₹**] Auction URL Greenwich Mean Time Supplier idle time (for messages) in minutes Maximum % difference from previous bid Minimum % difference from previous bid Þ Duration of Extension (in minutes) Definition of new bid (in minutes) 12/16/1999 12/16/1999 Maximum number of extensions Auction Strategy configuration: aertert (CMI) CAS<sup>3</sup> MANAGEMENT Auction Description Auctioneer email Start Date/Time End Date/Time Auction Name Time Zone ē]Binding — Microsoft Internet Explorer Currency Go Favorites Help Buyer RFP# Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction File Edit View ATKEARNEY

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Inventor: Thomas H. Slaight, et al. Fwaress: EL501025223US 10 of 41 10-00-001

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FIG. 12C Links  $\boxplus$ ◁  $\triangleright$ Next⊳ Print Re-enter Auctioneer email Address 🗗 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.admin.bind Mai 25.0 00 : b 60 **\** 17 🔻 : 00 Refresh Home Search Favorites History Channels Fullscreen **Auction URL** Price % difference from best to trigger message (GMT) Greenwich Mean Time **€** Create New Supplier idle time (for messages) in minutes Maximum % difference from previous bid Minimum % difference from previous bid Percent better than best bid to suggest Duration of Extension (in minutes) Definition of new bid (in minutes) 12/16/1999 12/16/1999 Maximum number of extensions Auction Strategy configuration: CAS MANAGEMENT Auctioneer email End Date/Time Start Date/Time Time Zone 🗗 Binding — Microsoft Internet Explorer Currency Go Favorites Help Assign Sub-categories Master Maintenance Stop Define Sub-category Generate Passwords Send Auction Notice Manage Auction  $\times$ **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Vie₩ Back Forward \( \frac{\dagger}{\dagger} \) ATKEARNE) Ē 뜶

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Inventor: Thomas H. Slaight, et al.

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FIG. 13 <u></u> Links Next⊳ Next⊳ Selected Categories Telemarketing Previous ⊲ Previous ⊲ Address | €] http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Graphy Channels Fullscreen Mail <<Remove Add>> Save **√ √** Auction Name: Telemarketing 12/16/99 -Purchasing License Fees -Purchasina SI List of Categories -Purchasing Content Create new categories -Purchasing Define Category CAS3 MANAGEMENT 160/40 RV Copiers 200/20 Microsoft Internet Explorer File Edit View Go Favorites Help Master Maintenance Assign Sub-categories Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction ATKEARNEY Binding

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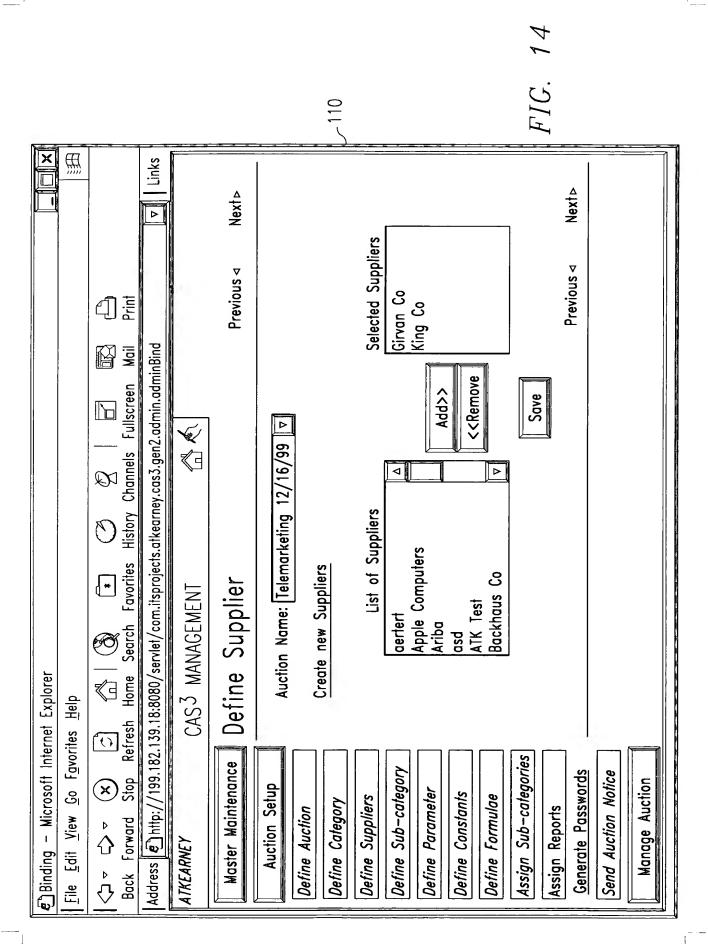
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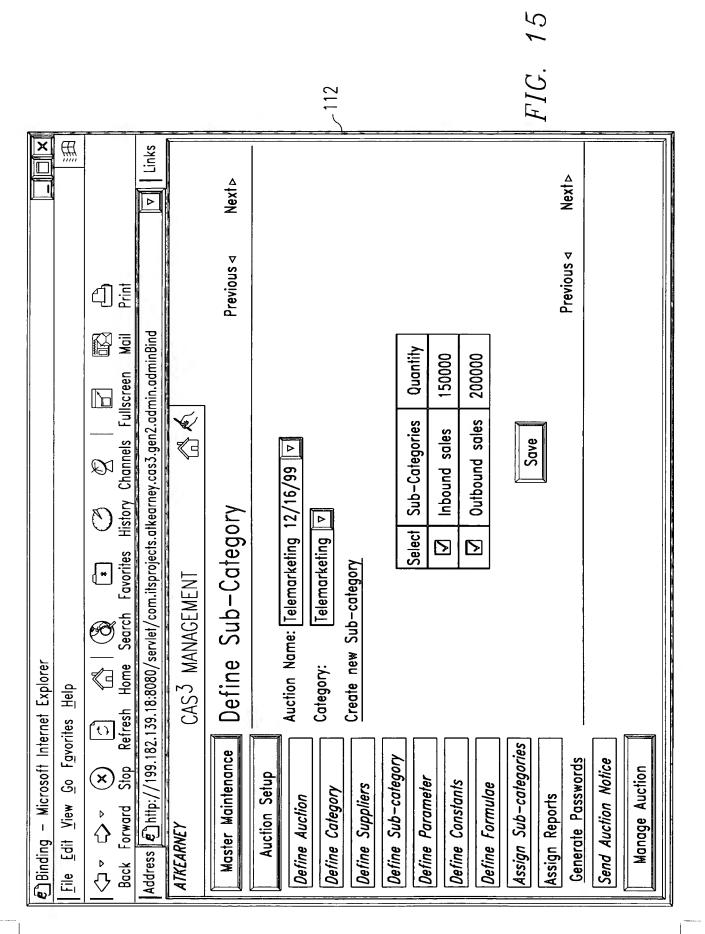
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FIG. | D ٥ Links Next⊳  $\sum$  $\sum$ Previous ⊲ Address | € http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind 14.5 Ö Ö **€**/ Save \$/H % % Operating Cost Per Page Mant. Cost Per Page Toner Cost Per Page Transportation Cost Vol. Disc. @ \$10M Vol. Disc. @ \$5M CAS<sup>3</sup> MANAGEMENT Test Parameter Toner cost/pg **Warranty Cost** Interest Rate SI fixed bid Toner Cost Treadlife **Training** Treadlife Sorter Microsoft Internet Explorer Go Favorites Help  $\sum$  $\triangleright$  $\triangleright$ Assign Sub-categories Master Maintenance Define Sub-category Send Auction Notice Generate Passwords Manage Auction Auction Setup Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction View ↓↓↓ ATKEARNEY Edit @]Binding

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FIG. 17 Links Select the constants to be used in the formulas of the parameters or Add new constants Next⊳ Next⊳ **>** Previous ⊲ Previous ⊲ Value 2000002 5000.0 Maj. Address 🛙 🥙 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Training hours-outbound Constants for Total Cost Training hours-inbound Total hours—outbound Total hours—inbound Save Auction Name: Telemarketing 12/16/99 Sub Category: Outbound sales Telemarketing Select Define Constants  $\triangleright$  $\sum$ CAS<sup>3</sup> MANAGEMENT Parameters: Training **∅**  Microsoft Internet Explorer Category: File Edit View Go Favorites Help Master Maintenance Assign Sub-categories Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction ATKEARNEY @]Binding ¢

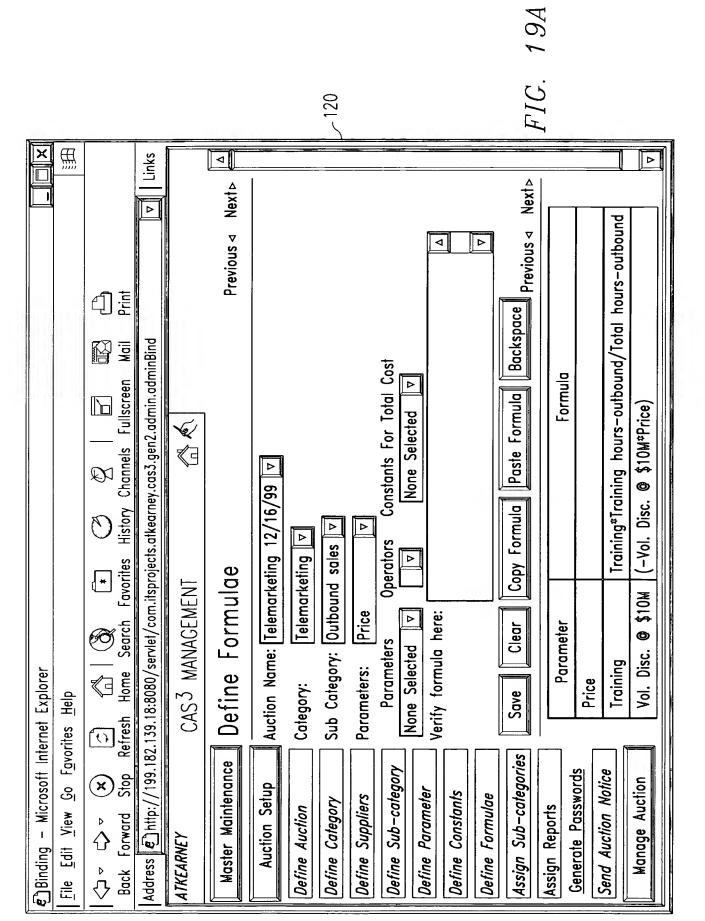
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Inventor: Thomas H. Slaight, et al.
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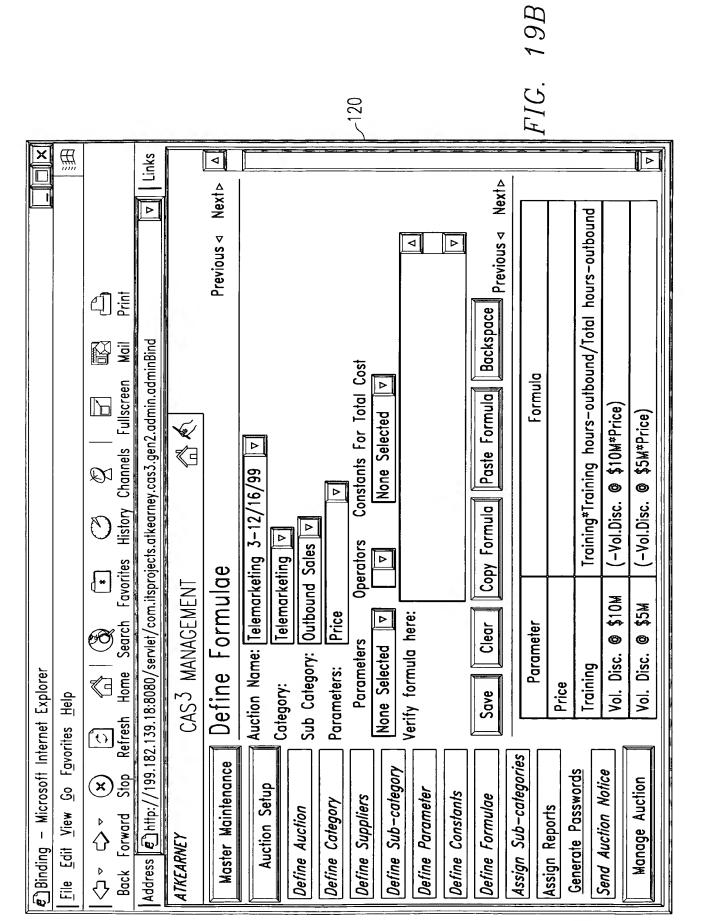
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FIG. 18  $\frac{1}{\infty}$ **#** Links ℴ **>** Next⊳ Next⊳  $\triangleright$ 쯢 RFP 5000.0 5000.0 Previous ⊲ Previous ⊲ 22.5 22.5 15.0 15.0 .05 50 Vol. Disc. @ \$10M @ \$10M **©** \$5₩ \$5¥ Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Switching Cost Switching Cost **Parameters** 0 Vol. Disc. Vol. Disc. Vol. Disc. **Training** Training Price Price Save Supplier: King Co Sub-categories Incumbent Auction Name: Telemarketing 12/16/99 Assign Sub-categories Outbound sales Inbound sales Category: |Telemarketing | ablaCAS<sup>3</sup> MANAGEMENT Select  $\triangleright$  $\square$  Microsoft Internet Explorer Go Favorites O Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice × Manage Auction Auction Setup Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Vie₩ ATKEARNEY e Bindina 튭

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Inventor: Thomas H. Slaight, et al. 19 of 41
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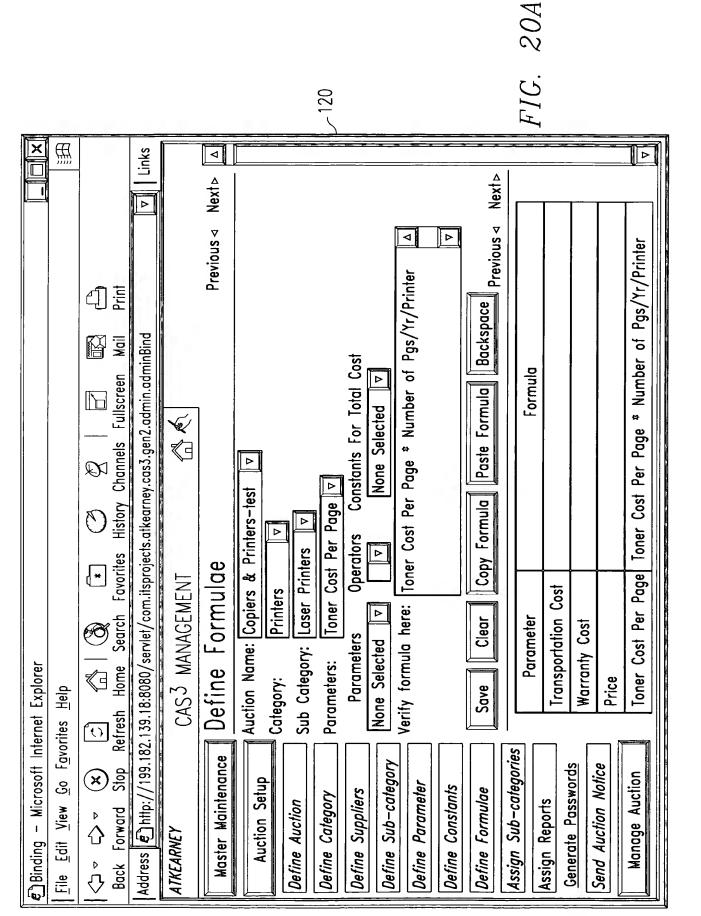


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FIG. 20B III Links Next⊳ Next⊳ **>** Previous ⊲ Previous ⊲ 4 Backspace ₩ Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Constants For Total Cost \* Price Paste Formula Verify formula here: |Total Miles / Treadlife \* Price None Selected **€**/ **₹**] Treadlife Formula Total Miles Copy Formula **Operators** Auction Name: Tires 12/16/99 Define Formulae Sub Category: Tire X 🔽 CAS<sup>3</sup> MANAGEMENT Treadlife Tires 1 Clear Parameter **Parameters** None Selected Parameters: readlife ē]Binding — Microsoft Internet Explorer Category: Price Save File Edit View Go Favorites Help Assign Sub-categories Master Maintenance Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction ATKEARNE)

FIG. 20C Œ Links ٥ Δ Next⊳ Next⊳  $\triangleright$ Iraining\*Training hours—inbound/Total hours—inbound || Backspace || Previous ⊲ Previous ⊲ 4 Address & Albito://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mail Constants For Total Cost Formula Refresh Home Search Favorites History Channels Fullscreen Paste Formula (-Vol. Disc. @ \$10M\*Price) (-Vol. Disc. @ \$5M\*Price) None Selected (-Vol. Disc. @ \$5M \* Price) **√ √** Auction Name: Telemarketing 12/16/99 Copy Formula Vol. Disc. @ &5M Telemarketing | ▽ Operators 0 4 1 Inbound sales Define Formulae CAS<sup>3</sup> MANAGEMENT @ \$10M Vol. Disc. @ \$5M Verify formula here: ⊳ Clear Parameter Parameters None Selected Sub Category: Vol. Disc. Parameters: Training 🗗 Binding — Microsoft Internet Explorer Category: Price Save Go Favorites Help Assign Sub-categories Master Maintenance X & Define Sub-category Generate Passwords Send Auction Notice Manage Auction Auction Setup Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Edit View Back Forward ATKEARNEY 

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FIG. 21A

SOURCING SYSTEM AND METHOD Inventor: Thomas H. Slaight, et al. Express: EL501025223US

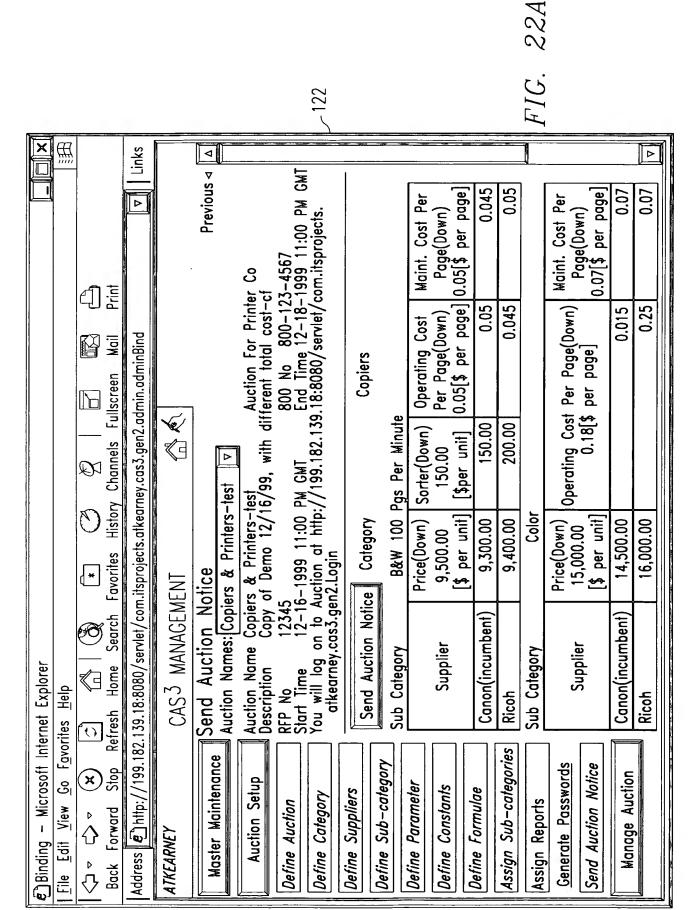
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FIG. 21B <u>;;;;</u> Links Next▶ ▶ ₹ Previous **▲** Select All Normal | View Only Supplier  $oldsymbol{\Sigma}$ Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mai Only O Normal | View Buyer  $\square$  $\square$  $\Sigma$  $\Sigma$  $\mathbf{\Sigma}$ Percentage Savings for Subcategory Bids Percentage Change Report Overall Movement Report Best Savings Pie Charl CAS<sup>3</sup> MANAGEMENT Bids Over Time Report Savings by Supplier Module Baseline High Low **Bid Activity Report** Bid History Report Bid Counts Report Current Bid Chart Best Bids Report **Bid History Plot** tigh Low Chart Best Bid Chart Rank Report Rank Charl 🗗 Binding — Microsoft Internet Explorer GRAPHS: Save Go Favorites Help Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Define Auction Assign Reports <u>V</u>ie₩ ATKEARNEY ± Egi ¢ 

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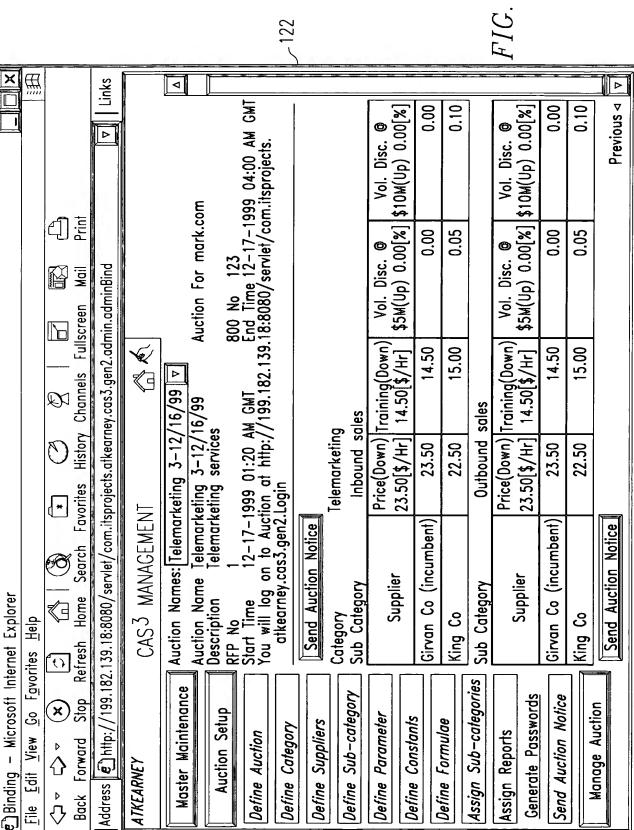


FIG. 22B

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		_124	FIG. 23
CAS3 - Microsoft Internet Explorer   Limix   Limix   Limix   Limix   Links   Links	Telemarketing eSourcing from esourci	======================================	Date and Time Login Name Login Activity  12/16/9921:09:11 P.M. king Telemarketing 12/16/99 Logged in

FIG. 23A Links buyers console **>** Training\*Training hours—inbound/Total hours—inbound eSourcing from from auction: Telemarketing 3–12/16/99 auction time remaining: 12/16/1999 11:00 PM Print **ANALYSIS** ₩ W Address 🕴 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Formula Inbound sales (-Vol. Disc. ❷ \$10M\*Price) (-Vol. Disc. ❷ \$5M\*Price) **BID DETAILS** End Time SHOW PASSWORD PERSONALIZE 12/16/1999 08:20 PM WATCHLIST MODIFY BID HOME MESSAGE CENTER LOGIN STATUS MODIFY B Parameter name **©** \$10₩ **Telemarketing** Vol. Disc. @ \$5M Parameters of the SubCategory: CEO DASHBOARD Vol. Disc. Training Microsoft Internet Explorer A.T. Kearney Price Go Favorites Help Start Time Mark to include Category Save Δ Outbound sales Inbound sales ▼ Telemarketing , View **♦** 喜

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FIG. 24 126 Links 0.00 5,000.00 Switching 150,000 Cost [\$/Hr] bid details **>** ATKEARNEY fotal Volume! 60.38 | 3,554,000.00 | 2,146,000.00 96.64 | 2,898,750.00 | 2,801,250.00 auction time remaining: a custom auction for: Quantity Print 12/16/1999 11:00 PM ANALYSIS Cost [\$/Hr] Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind 23.69 Total eSourcing from auction: Telemarketing 2—12/16/99
A.T. Kearney (BUYERS CONSOLE) |Savings |Savings SHOW PASSWORD Baseline Total Cost 14.31 18.68 End Time PERSONALIZE [\$/Hr] 23.69 19.32 Total Cost WATCHLIST 0.00 MODIFY BID Vol. Disc. 0.10 © \$10₩ [%] 12/16/1999 04:20 PM MESSAGE CENTER Inbound sales Vol. Disc. 0.00 0.05 **Telemarketing** CEO DASHBOARD HOME MESSA LOGIN STATUS Microsoft Internet Explorer File Edit View Go Favorites Help Training [\$/Hr] 14.50 15.00 Price [\$/Hr] 23.50 22.50 Start Time Export To Excel Export To Excel Category Δ Outbound sales Sub Category ▼ Telemarketing Inbound sales Girvan Co Supplier King Co

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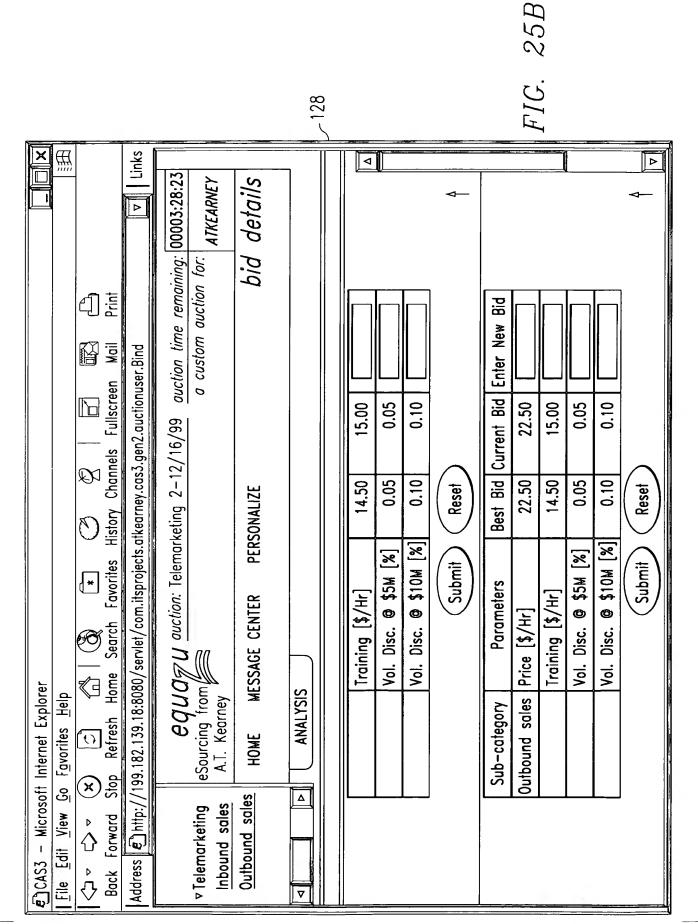
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FIG. 25A 128 Links ۵ auction time remaining: 00003:29:26 ATKEARNEY bid details **>** a custom auction for: 12/16/1999 11:00 PM 4] : <u>B</u> Best Bid | Current Bid | Enter New Bid Best Bid Current Bid Enter New Mai Address 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Place Some Bid for Category Telemarketing 22.50 0.10 15.00 0.05 22.50 eSourcing from supplier: King Co End Time **PERSONALIZE** 0.10 22.50 22.50 14.50 0.05 Reset Vol. Disc @ \$10M [%] 12/16/1999 04:20 PM Vol. Disc @ \$5M [%] Submit Parameters Parameters MESSAGE CENTER Training [\$/Hr] Price [\$/Hr] **Telemarketing** Price [\$/Hr Microsoft Internet Explorer A.T. Kearney ANALYSIS Favorites Help Outbound sales Sub-category Sub-category inbound sales HOME Start Time Category යි Δ Outbound sales ▼ Telemarketing Inbound sales View Eg e CAS3

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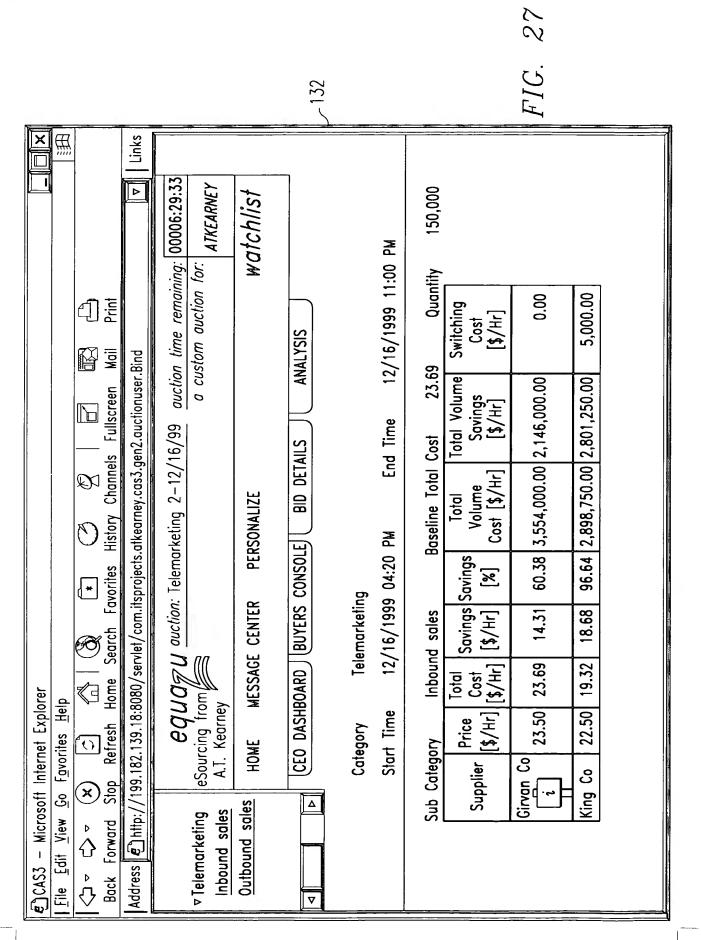
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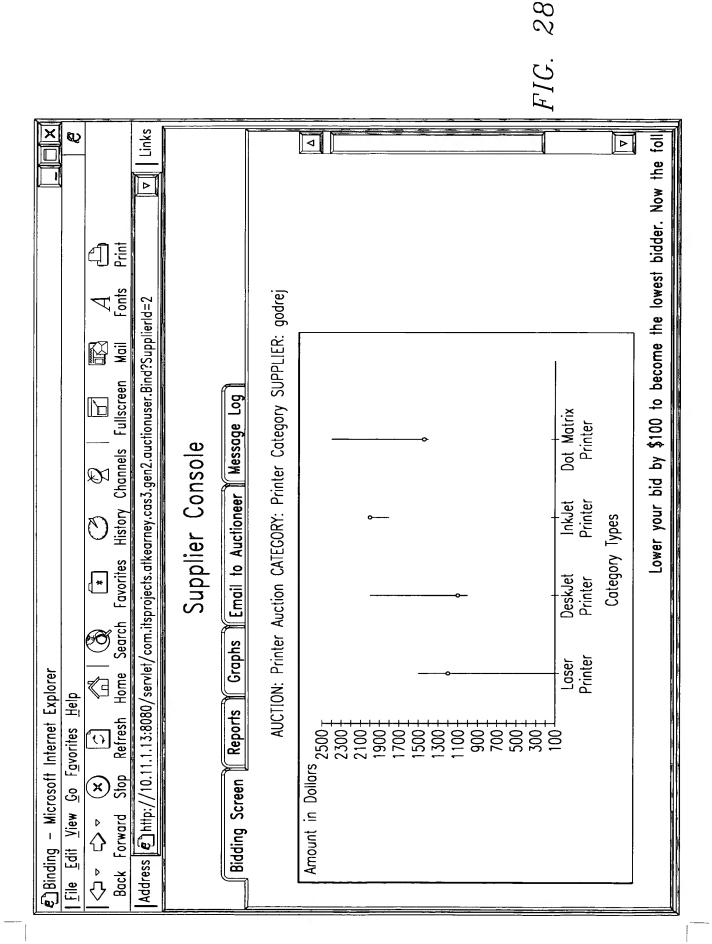
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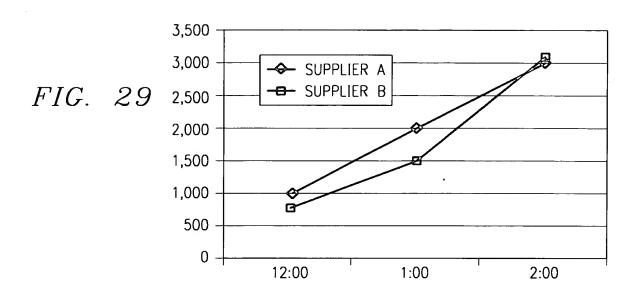
Inventor: Thomas H. Slaight, et al.

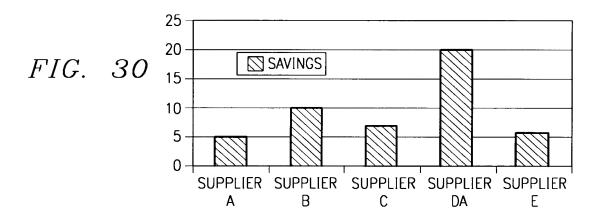
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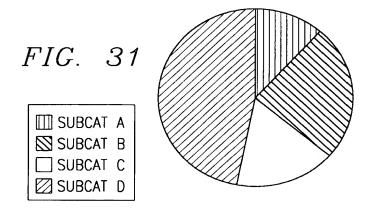
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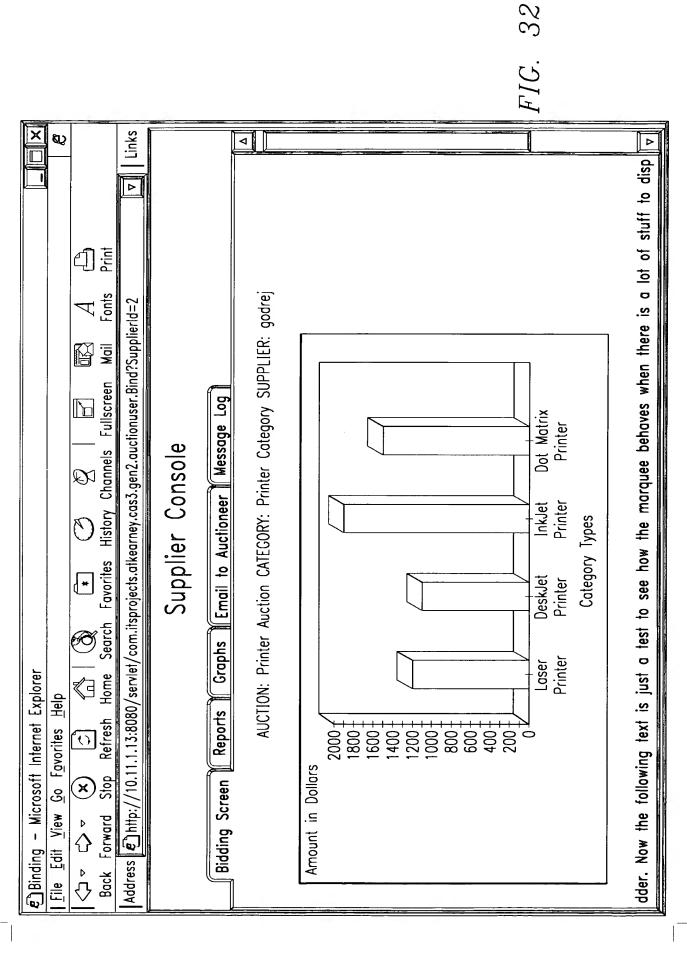






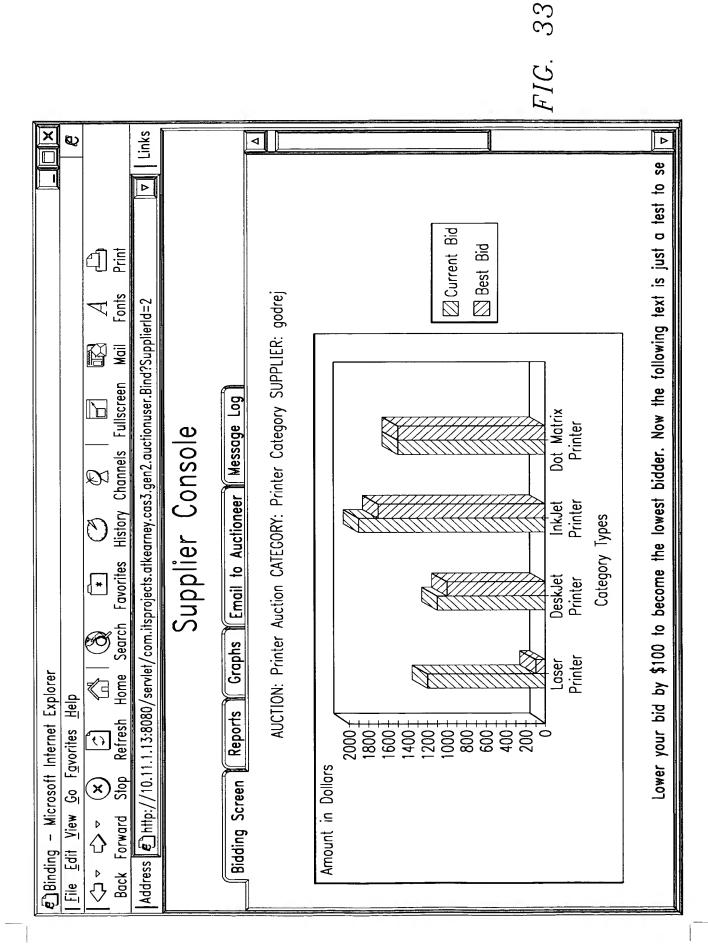






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FIG. 35

